

Initial Order Credit Program

Frequently Asked Questions

Sept. 1 – Oct. 31, 2021

1. What is the Initial Order Credit Promotion?

For September 2021 new Agreements, Independent Beauty Consultants can receive a payment credit on their single initial order of \$225 or more wholesale Section 1 products.

2. What are the dates for the Initial Order Credit Promotion?

The Initial Order Credit Promotion is for new Independent Beauty Consultants whose Agreements are received and accepted by the Company Sept. 1–30, 2021. The initial order payment credit can be applied to the single initial order made in September or October 2021. The final date for the single initial order to have the payment credit applied is Oct. 31, 2021.

3. Who is eligible for the Initial Order Credit Promotion?

The Initial Order Credit Promotion is for new Independent Beauty Consultants whose Agreements are received and accepted by the Company Sept. 1–30, 2021.

4. What payment credit amounts are available?

There are two payment credit amounts available with this promotion. For September 2021 Agreements, new Independent Beauty Consultants are eligible to qualify for a \$50 payment credit off the total cost of their single initial order of \$600 or more in wholesale Section 1 products. Or if these new Independent Beauty Consultants order \$225 or more in wholesale Section 1 products, they are eligible to qualify for a \$25 payment credit off the total cost of the order.

5. Is there an order minimum requirement to receive the payment credit on the single initial wholesale Section 1 order?

The order minimum for a September 2021 new Independent Beauty Consultant to qualify for a payment credit on a single initial order in September or October 2021 is an activating order. An activating order is \$225 or more in wholesale Section 1 products. For an inactive Independent Beauty Consultant, when products are added to the cart, the Section 1 products will remain at retail cost until equal to or exceeding \$450 retail. Then the discount will be calculated to a wholesale amount.

6. As a new Independent Beauty Consultant with a September 2021 Agreement, what if I already placed a smaller order? Can I order again in September or October 2021 to receive the payment credit?

No. The single initial order must be \$225 or more wholesale Section 1 product in order to be eligible to receive the payment credit.

7. Can I receive the payment credit on multiple \$225 or more wholesale Section 1 orders?

No. The payment credit may only be applied on the single initial order of \$225 or more wholesale Section 1 product.

8. What if I have an October 2021 Agreement? Can I also receive the payment credit on the single initial order placed in October 2021?

No. The Initial Order Credit Promotion is available to new Independent Beauty Consultants whose Agreements were received and accepted by the Company Sept. 1–30, 2021.

9. What if I have an August 2021 Agreement, and my single initial order is in September 2021. Can I receive the payment credit on this single initial order of \$225+ wholesale Section 1 product?

No. The Initial Order Credit Promotion is available to new Independent Beauty Consultants whose Agreements were received and accepted by the Company Sept. 1–30, 2021.